

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 SS-15 NSCE-00 SP-02 L-03
CAB-02 CIAE-00 COME-00 DODE-00 DOTE-00 INR-10
NSAE-00 FAA-00 FTC-01 OPIC-03 OMB-01 TRSE-00
AID-05 XMB-02 FRB-03 SSO-00 INRE-00 /066 W
-----119461 241319Z /53

O R 241244Z MAR 78
FM AMEMBASSY TEL AVIV
TO SECSTATE WASHDC IMMEDIATE 2149
INFO AMEMBASSY ROME
AMCONSUL JERUSALEM

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E. O. 11652: NA
TAGS: ETRO EAIR IS
SUBJ: POSSIBLE DISCRIMINATION AGAINST U S AIRCRAFT MANU-
FACTURERS

REF.: STATE 74713

1. EMBOFF ON MORNING OF MARCH 24 DISCUSSED WITH
EL AL GENERAL MANAGER MORDECHAI HOD CONCERN
EXPRESSED REFTEL. HOD STATED THAT EL AL HAD
DISCUSSED AT GREAT LENGTH THEIR WIDE-BODY
MEDIUM RANGE AIRCRAFT REQUIREMENT WITH BOEING,
DOUGLAS AND ENGINE MANUFACTURERS GENERAL
ELECTRIC AND PRATT AND WHITNEY. THESE DISCUSSIONS
WERE VERY EXTENSIVE AND INTENSIVE.

2. LOCKHEED, HOWEVER, WAS A LATE-COMER TO THE
DISCUSSIONS WITH EL AL. HOD STATED HE MET WITH
LOCKHEED ONLY ONCE AND IMPLIED TO THEM THAT
EL AL WOULD TAKE INFORMATION PROVIDED BY
LOCKHEED AT THAT MEETING AND COMPARE IT WITH
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INFORMATION OBTAINED FROM DOUGLAS FOR ITS
DC-10. EL AL WOULD PICK BETWEEN DC-10 AND
LOCKHEED 1011 AND THEN COMPARE WINNER WITH
AIRBUS. IF LOCKHEED 1011 WAS PICKED OVER
DC-10, EL AL WOULD THEN ASK FOR MORE INFOR-
MATION FROM LOCKHEED.

3. EL AL PICKED DC-10 OVER L-1011 AND, AFTER FURTHER COMPARISON BETWEEN DC-10 AND AIRBUS, DECIDED ON THE AIRBUS. WHEN HOD RECEIVED NOTICE THAT LOCKHEED TEAM WANTED TO MAKE FULL SCALE PRESENTATION TO EL AL ON MARCH 27, HE INDICATED THAT IT WAS UNNECESSARY SINCE EL AL HAD DECIDED ON AIRBUS.

4. ACCORDING TO HOD, AIRBUS MEETS EL AL'S REQUIREMENT FOR A WIDE BODY, SHORT TO MEDIUM RANGE AIRCRAFT DURING THE NEXT FIVE YEARS. NO TRANSATLANTIC CAPABILITIES REQUIRED. ORIGINALLY, EL AL HAD BEEN THINKING OF DELIVERY IN MID-1978, BUT HAD CHANGED ITS TIME-FRAME TO EARLY 1979 FOR FIRST DELIVERY. ACCORDING TO HOD, AIRBUS CAN MEET THIS DELIVERY SCHEDULE AND IS CLEARLY SUPERIOR TO DC-10 (TO SAY NOTHING OF THE L-1011) AS FAR AS EL AL'S REQUIREMENTS ARE CONCERNED. HOD STATED THAT LETTER OF INTENT NOT SIGNED BUT THAT THEY HAD MADE THEIR CHOICE KNOWN TO AIRBUS MANUFACTURERS.

5. HOD STATED THAT EL AL IS INTERESTED IN BOEING 767 AND/OR 777, BUT THAT THIS AIRCRAFT WILL NOT BE AVAILABLE FOR ABOUT FIVE YEARS, WHILE EL AL NEEDS EQUIPMENT BY EARLY 1979. HOD MENTIONED LIMITED OFFICIAL USE

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THAT ISRAELI EMBASSY WASHINGTON HAD ALREADY BEEN IN CONTACT WITH MFA, JERUSALEM ON LOCKHEED COMPLAINT.

6. REFTTEL WAS TRANSMITTED MARCH 23 AT 0124 ZULU BUT DUE TO TRANSMISSION PROBLEM WAS NOT RECEIVED IN TEL AVIV UNTIL 1939 HOURS LOCAL TIME, TOO LATE TO TAKE ANY ACTION THAT SAME EVENING. MEETING IN MID-MORNING OF MARCH 24 WAS FIRST AVAILABLE OPPORTUNITY TO DISCUSS PROBLEM WITH HOD. VIETS

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